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Executive Offices
1845 Walnut Street
Philadelphia, PA 19103

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS

Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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MAY 1988 COMPARED WITH MAY 1987

		Projections	Actual Last Year
AUGUST	1988	69-71%	71.2%
SEPTEMBER	1988	63-65%	64.6%
OCTOBER	1988	60-70%	69.1%

OCCUPANCIES REMAIN FLAT

The May occupancy rate stands at 67.7 percent, this is the same occupancy rate as May of last year. For the second consecutive month the Western region reported the largest decrease, 3.6 percent, falling to a 66.0 percent occupancy rate. The Northeastern region of the country continues to experience the highest occupancy rates, reaching a rate of 76.5 percent. In reviewing the various market segments, it should be noted that Resorts, hotels located near highways, economy properties and motor hotels all have decreasing occupancy rates. After adjusting the May occupancy rate for seasonal variations, as shown in the accompanying table, a 6.4 percent decrease in occupancy rate is revealed.

Average room rates continue to rise. The average daily rate for May 1988 stands at $71.87, 3.0 percent above the same period last year. Similar to the trend of occupancy rates in the Northeastern region, this region continues to display the highest average daily rate, rising to a rate of $109.62.

The national year-to-date occupancy level declined 0.6 percent falling to a rate of 66.1 percent. The year-to-date average daily rate rose 2.8 percent reaching a rate of $72.26.

As noted in the last edition of *Trends* of both the All Suite segment and hotels with over 600 rooms having the highest occupancy level and average room rate continues to hold true. These two segments have one major factor in common: a heavy dependency on the business/conference market. In evaluating the effect of the business/conference on the All Suite segment it is revealed that 70-75% of the All Suite business is dominated by this market as opposed to only 60-63% of the business for the U.S. as a whole. The comparison can also be made for hotels with more than 600 rooms, the conference market alone represents 40-45% of this segments guests while the entire U.S. market is approximately 20%.

SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

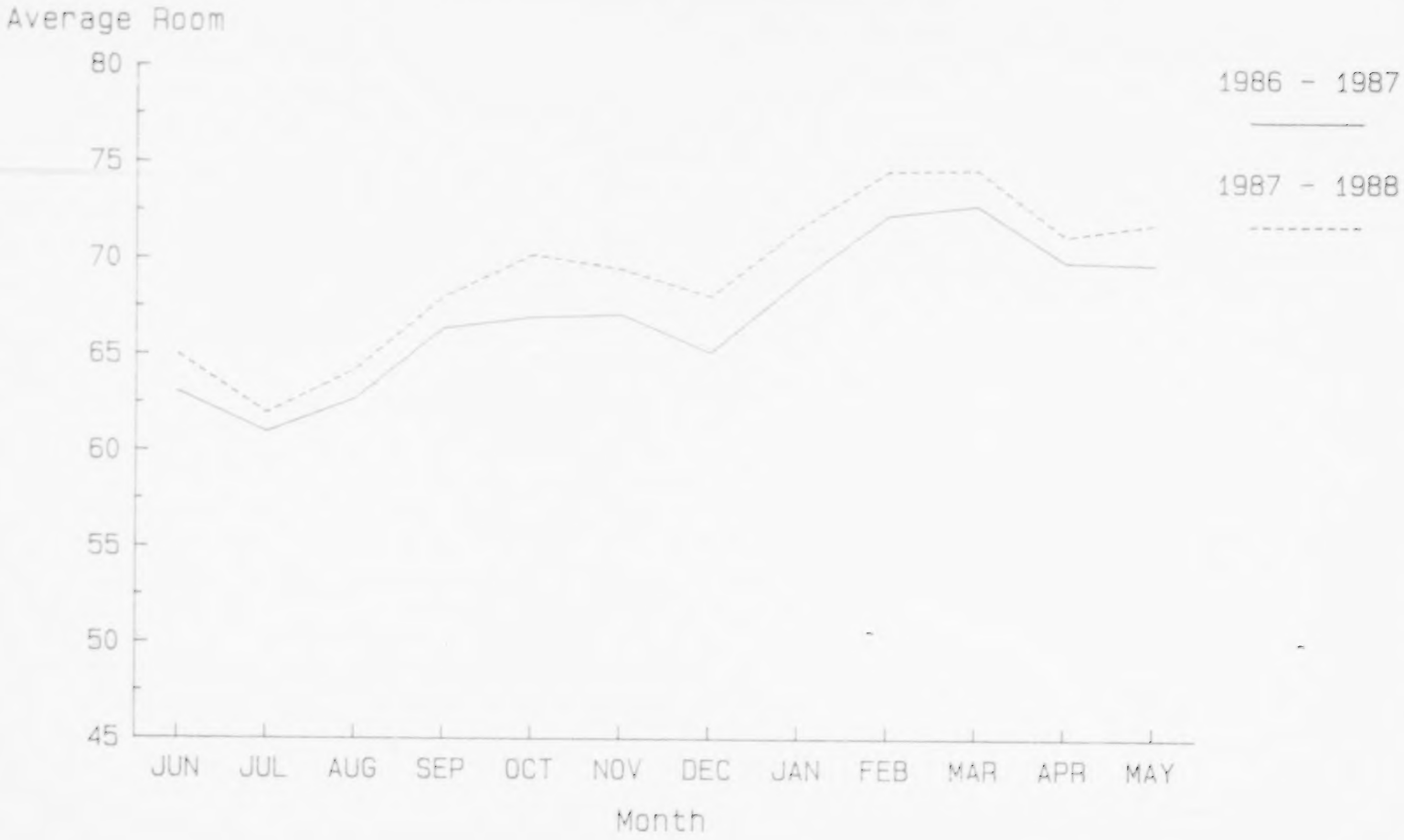
	This Month	Percentage Changes*
TOTAL U.S.A.	65.2%	-6.4%
AFFILIATION:		
Chain	65.7	-6.7
Independent	62.5	-6.7
CENSUS REGION:		
Northeast	71.6	-1.5
North Central	60.4	-3.0
South	64.7	-5.5
West	65.9	-5.0
CENSUS DIVISION:		
New England	62.1	-10.9
Middle Atlantic	75.1	1.9
South Atlantic	67.2	-10.8
East North Central	64.0	-1.5
East South Central	57.2	-6.5
West North Central	53.9	-3.5
West South Central	58.2	-2.5
Mountain	60.7	-12.8
Pacific	68.0	-2.0
LOCATION:		
Center City	66.7	-2.3
Suburban	61.7	-6.1
Airport	66.8	-5.8
Highway	63.4	-6.2
Resort	68.4	-10.1
SIZE:		
Under 150 rooms	61.9	-6.5
150 to 299 rooms	60.8	-8.1
300 to 600 rooms	65.4	-7.1
Over 600 rooms	76.4	-0.3
TYPE:		
Hotel	66.1	-5.6
Motor Hotel	62.2	-9.0
Economy	69.7	2.8

* FROM PREVIOUS MONTH

Mark Lomanno, Director
Nina Savitz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
JUNE 1986 - MAY 1987
JUNE 1987 - MAY 1988

NATIONAL AVERAGE ROOM RATE
JUNE 1986 - MAY 1987
JUNE 1987 - MAY 1988



ROOMS REPORT - MAY 1988 COMPARED WITH MAY 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	67.7	67.7	59.8	61.1	$ 71.87	$ 69.75	$ 50.33	$ 48.30	$ 16.12	$ 15.67	19.4	19.7
CENSUS REGION												
Northeast	73.5	76.4	49.5	44.8	$109.62	$104.99	$ 80.32	$ 74.96	$ 21.54	$ 20.76	19.5	19.5
North Central	63.7	64.4	40.1	40.3	62.23	60.35	48.03	46.78	11.49	11.14	16.7	16.7
South	66.6	67.7	73.2	75.6	61.34	59.83	29.96	38.38	14.48	14.06	19.6	20.1
West	71.0	68.4	51.5	52.1	72.65	70.53	52.69	52.34	15.63	15.69	20.3	21.0
CENSUS DIVISION												
New England	68.0	68.2	38.4	40.0	$ 83.35	$ 89.11	$ 66.34	$ 60.26	$ 16.89	$ 17.72	20.0	19.7
Middle Atlantic	80.0	79.4	49.9	45.5	116.52	109.65	82.36	77.13	22.56	21.33	19.5	19.5
South Atlantic	64.2	64.8	65.2	68.0	63.80	62.51	38.38	37.16	14.92	14.35	19.6	19.9
East North Central	67.0	66.4	38.4	40.2	65.85	60.44	52.42	50.23	12.31	12.11	16.6	17.1
East South Central	66.4	59.3	*	*	43.52	43.63	*	*	*	*	*	*
West North Central	56.5	60.6	43.3	41.6	54.49	54.32	40.26	41.08	10.06	9.58	18.9	16.0
West South Central	62.4	62.4	41.8	45.9	55.15	52.40	45.40	43.07	13.30	13.24	19.7	20.8
Mountain	68.3	68.1	43.4	44.1	70.57	68.57	62.78	62.97	16.12	16.30	19.5	20.3
Pacific	78.4	75.2	73.9	54.4	72.61	71.41	50.36	49.49	15.31	15.19	21.0	21.8
AFFILIATION												
Chain	68.3	68.2	47.9	35.3	$ 69.56	$ 67.66	$ 49.19	$ 47.38	$ 15.39	$ 14.89	19.1	19.2
Independent	64.4	66.7	67.3	68.2	81.80	79.69	54.79	51.80	19.77	19.47	20.5	21.4
LOCATION												
Metro Center	70.4	70.1	46.9	46.2	$ 94.62	$ 89.14	$ 66.72	$ 62.41	$ 18.90	$ 18.30	18.9	19.4
Suburban	69.4	69.2	49.0	52.1	62.12	60.71	42.87	41.37	12.92	12.31	19.3	19.0
Airport	68.4	68.7	32.0	30.8	56.34	59.08	48.05	52.34	12.80	12.11	20.6	20.0
Highway	62.8	65.8	73.5	80.5	40.36	42.50	27.93	26.33	11.03	10.54	21.1	20.9
Resort	71.2	72.1	101.3	100.6	79.29	77.58	44.23	43.46	17.74	17.56	19.7	20.2
SIZE												
Under 150 Rooms	63.5	65.2	58.7	67.8	$ 47.00	$ 45.63	$ 32.28	$ 31.42	$ 11.79	$ 10.29	21.4	20.2
150 - 299 Rooms	62.6	63.1	50.9	52.5	66.54	59.88	41.26	41.57	13.87	13.29	20.4	20.5
300 - 600 Rooms	68.2	68.5	64.5	62.5	79.72	78.72	52.56	50.49	15.32	15.14	18.6	18.5
Over 600 Rooms	78.9	78.2	62.6	65.6	95.03	89.64	64.71	59.54	19.93	19.45	19.2	20.2
TYPE												
Hotel	69.6	68.8	51.5	52.6	$ 84.97	$ 82.88	$ 59.27	$ 57.19	$ 17.60	$ 17.29	19.7	20.1
Motor Hotel	63.8	65.1	68.2	69.8	44.48	43.73	28.87	27.86	10.26	9.46	20.2	19.3
Economy	66.1	68.1	84.0	80.4	53.52	49.94	40.82	38.45	15.21	14.50	16.2	16.9
All Suites	70.1	70.0	99.7	103.3	85.10	83.91	45.52	44.02	15.28	15.35	16.0	16.3

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF MAY 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	66.1	66.5	59.5	60.4	$ 72.26	$ 70.30	$ 49.70	$ 47.79	$ 16.54	$ 16.01	20.1	20.2
CENSUS REGIONS												
Northeast	68.8	68.9	42.0	41.0	$107.59	$102.27	$ 78.84	$ 74.90	$ 24.20	$ 22.86	22.1	22.0
North Central	57.8	58.3	39.7	39.6	55.86	53.91	42.93	41.60	12.66	12.21	20.6	20.5
South	67.5	67.4	72.5	74.8	67.38	66.12	43.28	41.67	14.42	14.07	18.3	18.5
West	65.4	67.2	51.1	51.2	69.45	67.52	49.85	48.24	16.19	15.97	22.1	22.6
CENSUS DIVISION												
New England	61.1	60.5	36.3	35.0	$ 79.51	$ 77.63	$ 58.50	$ 57.17	$ 19.54	$ 18.72	24.1	23.6
Middle Atlantic	71.5	71.7	43.1	42.1	115.69	109.07	82.59	78.07	25.39	23.86	21.8	21.7
South Atlantic	71.6	72.8	85.3	87.1	72.07	70.59	42.86	41.30	14.63	14.21	17.6	17.7
East North Central	59.9	60.0	38.3	40.1	58.00	55.53	45.57	43.34	13.23	12.60	20.3	20.2
East South Central	56.1	52.6	35.0	67.8	44.81	45.15	37.80	30.42	11.97	12.58	24.4	25.9
West North Central	54.0	55.2	42.1	38.6	51.67	50.78	38.40	38.56	11.76	11.61	21.1	21.1
West South Central	59.0	56.3	39.6	40.4	55.59	54.57	44.92	43.46	13.88	13.70	20.7	21.0
Mountain	59.2	61.0	50.4	49.3	59.10	57.31	45.12	44.40	14.39	15.12	21.6	23.4
Pacific	68.0	70.2	51.3	51.7	73.26	71.74	50.99	49.22	17.03	16.39	22.3	22.3
AFFILIATION												
Chain	66.6	66.8	57.3	58.6	$ 69.21	$ 67.30	$ 48.26	$ 46.34	$ 15.79	$ 15.23	20.0	20.0
Independent	64.0	64.8	69.1	68.4	86.01	82.86	55.61	53.82	20.52	20.13	20.5	20.8
LOCATION												
Center City	65.0	65.0	46.2	46.0	$ 88.41	$ 84.17	$ 63.31	$ 59.94	$ 20.62	$ 19.69	21.7	21.9
Suburban	62.2	61.4	47.5	47.9	59.68	58.43	40.72	39.79	12.94	12.67	20.2	20.1
Airport	69.1	69.1	32.5	35.0	57.97	57.71	47.83	46.93	13.32	12.74	21.2	20.8
Highway	63.4	65.8	78.6	80.8	45.58	44.57	28.82	27.57	10.53	10.17	19.9	20.1
Resort	72.5	72.9	98.8	98.8	90.77	89.07	49.63	48.48	16.50	16.27	16.7	16.9
SIZE												
Under 150 Rooms	62.6	63.5	65.6	63.5	$ 48.84	$ 47.98	$ 33.78	$ 33.23	$ 13.23	$ 12.49	22.5	22.3
150 - 299 Rooms	63.1	63.6	53.1	53.5	62.09	60.91	42.07	41.15	14.04	13.69	20.4	20.5
300 - 600 Rooms	66.9	66.4	57.9	59.4	78.63	77.05	51.45	49.76	15.37	14.97	19.1	19.0
Over 600 Rooms	72.8	73.6	65.6	67.3	96.79	91.86	61.09	57.20	20.90	19.97	20.5	20.8
TYPE												
Hotel	66.9	67.0	51.5	52.7	$ 85.01	$ 82.78	$ 58.31	$ 56.09	$ 18.13	$ 17.61	20.4	20.6
Motor Hotel	64.3	65.0	66.2	66.4	46.32	45.72	30.07	29.44	10.10	9.82	19.6	19.4
Economy	61.9	64.2	89.9	87.4	44.86	42.63	32.07	30.22	14.68	13.02	21.7	21.3
All Suites	71.2	70.9	104.9	108.2	89.72	87.24	46.74	44.45	16.81	16.42	16.9	17.1

VARIATION REPORT - MAY 1988 COMPARED WITH MAY 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.2	5.3	0.6	2.6	-4.7	9.2	1.9	3.0	-1.4	6.7	1.7	2.9	0.5
CENSUS REGIONS													
Northeast	5.1	6.1	2.1	4.2	-3.9	8.0	3.4	4.4	0.4	6.3	5.6	3.8	4.8
North Central	0.5	1.8	-2.7	-1.4	-6.5	7.6	1.8	3.1	-2.4	8.9	1.7	3.1	-0.1
South	4.0	4.6	1.0	3.3	-4.8	10.6	2.0	2.5	-1.4	7.5	0.9	3.0	-1.0
West	5.6	8.1	-0.2	1.1	-4.1	7.9	-0.2	2.2	-3.3	1.2	-4.7	-0.4	-4.1
CENSUS DIVISION													
New England	9.2	9.5	6.3	7.4	3.2	23.2	-2.2	-2.0	-6.0	7.9	4.7	-4.7	0.2
Middle Atlantic	4.2	5.5	0.7	3.2	-6.3	4.4	4.9	6.3	1.5	5.6	5.7	5.8	5.2
South Atlantic	2.3	2.3	0.3	2.9	-6.4	10.4	1.9	2.0	-	9.2	2.3	4.0	1.3
East North Central	3.6	5.6	-1.8	-0.3	-5.8	13.4	1.9	3.8	-5.9	10.2	-1.5	1.7	-4.5
East South Central	-5.3	-2.7	-6.5	-11.1	-0.2	-34.0	-3.4	-0.7	2.2	-27.9	*	*	*
West North Central	-5.8	-6.8	-4.2	-3.2	-7.9	-7.3	1.4	0.3	4.9	0.7	7.6	5.0	8.2
West South Central	10.0	12.5	3.7	4.9	0.3	12.3	2.9	5.2	-4.3	3.9	-2.8	0.5	-6.5
Mountain	-4.1	-3.6	-5.6	-4.8	-7.5	-1.6	-2.4	-2.9	-1.8	6.4	3.4	-1.1	-2.2
Pacific	10.1	13.2	2.5	4.0	-2.0	16.9	-1.1	1.7	-3.7	2.9	-7.9	0.8	-4.2
AFFILIATION													
Chain	4.3	5.2	1.1	3.2	-4.7	10.2	1.9	2.8	-1.2	7.2	2.1	3.4	0.5
Independent	3.8	5.8	-0.8	0.5	-4.5	6.9	2.0	4.0	-1.4	6.6	1.0	1.5	1.2
LOCATION													
Center City	6.0	8.4	-0.4	1.9	-7.2	9.6	3.8	6.1	-2.3	7.6	3.7	3.3	1.8
Suburban	9.3	11.0	4.7	6.6	-0.3	15.8	0.8	2.3	-2.3	6.7	-0.8	5.0	0.5
Airport	1.1	-0.6	5.5	8.1	-2.0	3.3	-3.0	-4.6	0.7	-1.8	0.2	5.7	-3.5
Highway	0.8	0.5	1.1	2.7	-3.5	3.1	2.2	2.0	0.2	3.0	3.5	4.6	-0.7
Resort	0.6	1.2	-2.2	-1.0	-5.2	8.1	1.6	2.2	0.6	11.4	2.1	1.0	1.0
SIZE													
Under 150 Rooms	1.4	2.4	-2.6	-1.7	-4.8	-1.5	2.0	3.0	3.7	1.8	11.1	14.6	9.4
150 - 299 Rooms	3.4	3.4	1.2	2.5	-2.3	17.5	1.1	1.1	-	15.5	3.2	4.4	2.5
300 - 600 Rooms	6.5	7.2	4.0	5.8	-1.5	12.5	0.6	1.3	-2.8	4.9	-0.2	1.2	-2.1
Over 600 Rooms	3.3	6.2	-2.8	-0.3	-9.7	2.9	3.2	6.0	-2.1	3.6	1.9	2.5	0.8
TYPE													
Hotel	4.5	6.1	0.4	2.4	-5.2	8.5	0.9	2.5	-2.5	4.7	0.5	1.8	-1.1
Motor Hotel	1.3	0.8	1.7	3.3	-1.9	8.5	2.2	1.7	2.1	9.0	8.9	8.5	5.4
Economy	9.6	8.3	14.0	18.8	3.2	14.2	8.4	7.2	15.0	15.2	9.2	4.9	14.9
All Suites	5.1	6.9	-5.1	-4.8	-6.1	15.1	-0.3	1.4	-4.4	14.5	-2.7	-0.5	2.8

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF MAY 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.1	5.8	3.2	4.9	-0.9	6.2	2.1	2.8	1.2	4.5	2.9	3.3	2.4
CENSUS REGIONS													
Northeast	4.2	5.4	1.9	3.9	-3.4	1.6	4.0	5.2	1.8	1.4	6.1	5.9	5.4
North Central	3.3	3.2	2.6	4.1	-1.7	9.1	3.8	3.6	2.6	9.7	4.2	3.7	3.2
South	4.5	5.1	2.3	3.7	-1.7	8.0	1.4	1.9	0.1	5.9	2.1	2.5	0.8
West	8.5	9.3	7.1	8.0	4.6	6.3	2.2	2.9	2.3	1.6	-0.6	1.4	1.9
CENSUS DIVISION													
New England	6.7	6.2	2.9	4.7	-1.7	30.3	2.9	2.4	-0.2	25.4	3.7	4.4	2.1
Middle Atlantic	3.6	5.2	1.6	3.6	-3.9	-4.3	4.4	6.1	2.3	-3.6	6.7	6.4	6.3
South Atlantic	4.1	4.5	2.1	3.7	-2.3	8.5	1.7	2.1	1.1	8.0	2.4	3.0	1.7
East North Central	4.6	4.7	3.2	4.8	-1.2	10.9	4.3	4.4	2.3	10.5	5.0	5.0	3.8
East South Central	3.4	5.9	-0.4	-1.0	-0.2	-6.9	-3.1	-0.8	-2.9	-12.3	-7.4	-4.8	-8.5
West North Central	0.8	-	1.6	3.1	-2.6	4.5	2.6	1.8	3.3	6.5	2.5	1.3	2.3
West South Central	5.8	6.9	2.9	3.7	0.4	6.1	0.8	1.9	-2.5	0.5	1.5	1.3	-1.3
Mountain	-0.4	0.6	-2.4	-0.8	-6.5	-1.4	2.1	3.1	-2.4	-1.2	-2.2	-4.8	-4.1
Pacific	11.7	12.1	10.3	10.7	9.1	15.4	1.7	2.1	4.0	8.0	0.7	3.9	5.3
AFFILIATION													
Chain	5.1	5.9	3.1	4.5	-0.9	5.2	2.1	2.8	1.0	3.3	3.2	3.7	2.5
Independent	5.2	5.6	3.5	5.1	-0.7	8.9	2.2	2.6	1.7	7.9	2.1	1.9	2.4
LOCATION -													
Center City	6.2	7.5	3.7	5.4	-1.2	4.1	3.8	5.0	1.7	3.1	5.3	4.7	4.9
Suburban	9.5	10.2	7.1	8.7	2.7	13.4	1.5	2.1	0.2	6.4	0.2	2.1	0.2
Airport	4.5	5.2	2.6	4.3	-2.3	5.0	-0.3	0.5	0.9	2.5	1.8	4.6	0.5
Highway	2.6	2.4	3.3	3.6	2.3	4.0	2.5	2.3	4.1	5.2	1.3	3.5	0.5
Resort	2.3	2.6	0.6	1.8	-2.5	6.5	1.6	1.9	0.5	6.7	1.8	1.4	0.8
SIZE													
Under 150 Rooms	3.1	3.7	-0.4	0.9	-3.6	5.7	1.2	1.8	2.2	7.5	6.1	5.9	3.0
150 - 299 Rooms	4.5	5.6	1.1	2.4	-2.0	7.2	0.9	1.9	-0.5	5.6	1.3	2.6	-0.1
300 - 600 Rooms	8.2	8.5	6.6	8.0	2.5	13.9	1.8	2.1	0.4	8.5	1.7	2.7	1.5
Over 600 Rooms	3.0	4.1	1.5	3.2	-3.0	-0.7	4.3	5.4	3.3	0.4	5.0	4.7	5.1
TYPE													
Hotel	5.1	6.1	3.0	4.5	-1.1	5.3	1.7	2.7	0.7	3.1	2.5	3.0	1.9
Motor Hotel	2.8	2.5	3.4	4.8	-0.3	6.1	1.6	1.3	2.8	6.2	3.5	2.9	3.8
Economy	10.1	10.0	12.4	16.7	2.8	6.0	5.4	5.2	10.2	7.9	11.8	12.7	10.6
All Suites	8.4	9.2	3.3	4.2	0.8	15.2	2.1	2.8	-0.9	11.4	1.8	2.4	3.0

TREND REPORT MAY 1988 COMPARED WITH MAY 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	4.2	5.3	0.8	9.2	67.7	-	59.8	-2.1	$ 71.87	3.0	$107.18	1.9
CENSUS REGIONS												
Northeast	5.1	6.1	2.1	8.0	76.5	0.1	44.5	-0.7	$109.62	4.4	$164.30	3.4
North Central	0.5	1.8	-2.7	7.8	63.7	-1.1	40.1	-0.5	62.23	3.1	100.87	1.8
South	4.0	4.6	1.0	10.6	66.6	1.4	73.2	-3.2	61.34	2.5	89.76	2.0
West	5.6	8.1	-0.2	7.9	66.0	-3.6	51.5	-1.2	72.05	2.2	107.33	-0.2
CENSUS DIVISION												
New England	9.2	9.5	3.2	23.2	65.0	0.6	38.4	-4.0	$ 83.45	-2.0	$147.80	-2.2
Middle Atlantic	4.2	5.5	0.7	4.4	79.9	0.6	45.4	-0.4	116.52	6.3	168.65	4.9
South Atlantic	2.3	2.3	0.3	10.4	69.2	-0.9	85.8	-2.5	63.80	2.0	93.32	1.9
East North Central	3.6	5.6	-1.8	13.4	67.7	2.0	38.4	-4.5	65.65	3.8	102.42	1.9
East South Central	-5.3	-2.7	-6.5	-24.0	58.4	-1.8	*	*	43.52	-0.7	74.63	-3.4
West North Central	-5.8	-6.8	-4.3	-7.3	56.5	-7.1	43.3	6.7	54.49	0.3	97.56	1.4
West South Central	10.0	12.5	3.7	12.3	60.5	7.3	41.4	1.2	55.15	5.2	80.53	2.9
Mountain	-4.1	-3.6	-5.6	-1.6	60.3	-7.4	43.4	-1.6	70.57	2.9	113.51	2.4
Pacific	10.1	13.2	2.5	16.9	68.4	-2.6	53.5	-1.7	72.61	1.7	104.98	-1.1
AFFILIATION												
Chain	4.3	5.2	1.1	10.2	68.3	0.1	57.9	-2.4	$ 69.56	2.8	$101.98	1.9
Independent	3.8	5.8	-0.8	6.9	65.4	-0.5	67.3	-1.3	81.82	4.0	129.62	2.0
LOCATION												
Center City	6.0	8.4	-0.4	9.6	70.4	0.4	46.9	1.5	$ 94.62	6.1	$138.40	3.8
Suburban	9.3	11.0	4.7	15.8	64.4	2.9	49.0	-6.0	62.12	2.3	96.00	0.8
Airport	1.1	-0.6	5.5	3.5	66.6	1.4	32.3	4.9	56.34	-4.6	80.29	-3.0
Highway	0.8	0.5	1.1	3.1	63.8	-3.0	77.5	-6.1	43.36	2.0	59.85	2.2
Resort	0.6	1.2	-2.2	8.1	71.3	-1.1	101.5	0.7	79.29	2.2	125.36	1.6
SIZE												
Under 150 Rooms	1.4	2.4	-2.6	-1.5	63.6	-2.6	68.7	1.3	$ 47.00	3.0	$ 59.19	2.0
150 - 299 Rooms	3.4	3.4	1.2	17.5	62.6	-0.8	53.9	2.7	60.54	1.1	88.80	1.1
300 - 600 Rooms	6.5	7.2	4.0	12.5	68.2	2.6	59.5	-4.8	79.72	1.3	125.64	0.6
Over 600 Rooms	3.3	6.2	-2.8	2.9	78.9	0.4	62.6	-4.6	95.03	6.0	143.49	3.2
TYPE												
Hotel	4.5	6.1	0.4	8.5	69.6	1.2	51.5	-2.1	$ 84.97	2.5	$132.69	0.9
Motor Hotel	1.3	0.8	1.7	8.5	63.8	-2.0	68.2	-2.3	44.48	1.7	56.57	2.2
Economy	9.6	8.3	14.0	14.2	66.1	-2.9	84.0	4.5	53.52	7.2	69.12	8.4
All Suites	5.1	6.9	-5.1	15.1	70.1	0.1	99.7	-3.5	85.10	1.4	114.64	-0.3

- No Change

-YEAR TO DATE TREND REPORT - AS OF MAY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	5.1	5.8	3.2	6.2	66.1	-0.6	59.5	-1.5	$ 72.26	2.8	$108.13	2.1
CENSUS REGIONS												
Northeast	4.2	5.4	1.9	1.6	68.8	-0.1	42.0	2.4	$107.59	5.2	$163.18	4.0
North Central	3.3	3.2	2.6	9.1	57.8	-0.9	39.7	0.3	55.86	3.6	92.19	3.8
South	4.5	5.1	2.3	8.0	67.5	0.1	72.5	-3.1	67.38	1.9	98.99	1.4
West	8.5	9.3	7.1	6.3	65.4	-2.7	51.1	-0.2	69.45	2.9	103.06	2.2
CENSUS DIVISION												
New England	6.7	6.2	2.9	30.3	61.1	1.0	36.3	3.7	$ 79.51	2.4	$136.14	2.9
Middle Atlantic	3.6	5.2	1.6	-4.3	71.5	-0.3	43.1	2.4	115.69	6.1	170.99	4.4
South Atlantic	4.1	4.5	2.1	8.5	71.6	-1.6	85.3	-2.1	72.07	2.1	105.73	1.7
East North Central	4.6	4.7	3.2	10.9	59.9	-0.2	38.3	-4.5	58.00	4.4	93.22	4.3
East South Central	3.4	5.9	-0.4	-6.9	56.1	1.7	35.0	-48.4	44.81	-0.8	67.15	-3.1
West North Central	0.8	-	1.6	4.5	54.0	-2.2	42.1	9.1	51.67	1.8	90.16	2.6
West South Central	5.8	6.9	2.9	6.1	59.0	4.8	39.6	-2.0	55.39	1.9	82.00	0.8
Mountain	-0.4	0.6	-2.4	-1.4	59.2	-3.0	60.4	2.2	59.10	3.1	92.86	2.1
Pacific	11.7	12.1	10.3	15.4	68.0	-3.1	51.3	-0.8	73.26	2.1	106.81	1.7
AFFILIATION												
Chain	5.1	5.9	3.1	5.2	66.6	-0.3	57.3	-2.2	$ 69.21	2.8	$101.87	2.1
Independent	5.2	5.6	3.5	8.9	64.0	-1.2	69.1	1.0	86.01	2.6	136.39	2.2
LOCATION												
Center City	6.2	7.5	3.7	4.1	65.0	-	46.2	0.4	$ 88.41	5.0	$133.42	3.8
Suburban	9.5	10.2	7.1	13.4	62.2	1.3	47.5	-0.8	59.68	2.1	89.19	1.5
Airport	4.5	5.2	2.6	5.0	69.1	-	32.5	-7.1	57.97	0.5	83.64	-0.3
Highway	2.6	2.4	3.3	4.0	63.4	-3.6	78.6	-2.7	45.58	2.3	61.02	2.5
Resort	2.3	2.6	0.6	6.5	72.5	-0.5	98.8	-	90.77	1.9	142.12	1.6
SIZE												
Under 150 Rooms	3.1	3.7	-0.4	5.7	62.6	-1.4	65.6	3.3	$ 48.84	1.8	$ 60.46	1.2
150 - 299 Rooms	4.5	5.6	1.1	7.2	63.1	-0.8	53.1	-0.7	62.09	1.9	90.32	0.9
300 - 600 Rooms	8.2	8.5	6.6	13.9	66.9	0.8	57.9	-2.5	78.63	2.1	123.88	1.8
Over 600 Rooms	3.0	4.1	1.5	-0.7	72.8	-1.1	65.6	-2.5	96.79	5.4	150.32	4.3
TYPE												
Hotel	5.1	6.1	3.0	5.3	66.9	-0.1	51.5	-2.3	$ 85.01	2.7	$133.88	1.7
Motor Hotel	2.8	2.5	3.4	6.1	64.3	-1.1	66.0	-0.6	46.32	1.3	60.75	1.6
Economy	10.1	10.0	12.4	6.0	61.9	-3.6	99.9	2.9	44.86	5.2	53.90	5.4
All Suites	8.4	9.2	3.3	15.2	71.2	0.4	104.9	-3.0	89.72	2.8	120.78	2.1

- No Change

FOOD AND BEVERAGE REPORT - MAY 1988 COMPARED WITH MAY 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 44.10	$ 44.74	$ 12.30	$ 11.97	0.31	0.31	0.22	0.21	44.1	43.4	$ 7.37	$ 7.16	-0.9
CENSUS REGIONS													
Northeast	$ 50.14	$ 50.55	$ 15.70	$ 15.03	0.29	0.28	0.20	0.20	45.1	43.8	$ 9.57	$ 9.05	-0.4
North Central	37	40.28	10.00	9.46	0.33	0.31	0.24	0.23	37.2	36.7	4.87	4.57	-4.8
South	38.87	39.42	11.76	11.49	0.31	0.33	0.24	0.21	43.4	43.1	6.93	6.94	-
West	49.32	51.00	11.57	11.28	0.33	0.34	0.22	0.21	49.2	50.1	7.24	7.05	-1.1
CENSUS DIVISION													
New England	$ 55.14	$ 53.30	$ 14.55	$ 13.96	0.28	0.26	0.19	0.20	44.8	40.7	$ 9.41	$ 8.34	2.5
Middle Atlantic	47.54	48.55	15.09	15.29	0.31	0.29	0.19	0.19	46.3	44.8	9.	9.22	-1.1
South Atlantic	41.41	41.42	12.38	12.72	0.33	0.33	0.22	0.21	42.2	41.8	6.92	6.94	0.3
East North Central	42.17	44.81	9.24	9.19	0.32	0.32	0.23	0.22	38.9	36.6	5.25	5.28	4.1
East South Central	40.39	41.49	*	*	*	*	*	*	*	*	*	*	*
West North Central	51.26	49.92	9.44	9.69	0.29	0.31	0.25	0.23	34.6	33.5	4.53	4.04	-12.4
West South Central	39.91	39.88	10.42	10.43	0.31	0.34	0.20	0.21	41.8	42.5	6.99	7.00	0.1
Mountain	54.38	55.07	11.96	11.66	0.31	0.30	0.21	0.20	47.5	47.4	7.20	6.83	-10.3
Pacific	47.17	49.18	11.44	11.59	0.34	0.36	0.23	0.22	50.9	54.1	7.19	7.23	2.2
AFFILIATION													
Chain	$ 39.77	$ 41.27	$ 11.47	$ 11.30	0.32	0.33	0.22	0.21	44.1	43.6	$ 7.10	$ 6.83	-1.5
Independent	55.42	54.80	14.23	14.36	0.32	0.32	0.23	0.22	44.1	42.9	8.42	8.49	0.9
LOCATION													
Center City	$ 43.21	$ 44.23	$ 13.14	$ 13.07	0.34	0.35	0.23	0.23	46.5	46.7	$ 8.09	$ 8.52	-2.9
Suburban	42.38	44.40	11.81	11.78	0.30	0.31	0.23	0.23	40.0	38.9	5.81	5.45	1.0
Airport	34.27	38.02	10.22	10.04	0.31	0.33	0.23	0.22	40.3	42.4	5.47	5.75	5.3
Highway	39.54	39.48	9.56	9.64	0.32	0.32	0.23	0.22	40.2	40.2	4.56	5.25	6.9
Resort	54.45	58.42	14.91	13.36	0.32	0.33	0.23	0.21	41.8	41.8	8.00	7.67	-5.2
SIZE													
Under 150 Rooms	$ 48.60	$ 43.00	$ 9.09	$ 8.69	0.31	0.34	0.28	0.26	40.2	38.8	$ 8.91	$ 4.44	-6.4
150 - 299 Rooms	34.02	36.03	9.76	9.35	0.34	0.35	0.23	0.23	42.8	41.8	5.70	5.36	-3.5
300 - 600 Rooms	46.78	48.10	12.76	12.59	0.30	0.31	0.23	0.23	42.2	42.3	7.21	7.20	3.8
Over 600 Rooms	48.65	49.69	15.61	14.99	0.28	0.29	0.19	0.17	47.4	46.3	9.96	9.64	-4.0
TYPE													
Hotel	$ 46.11	$ 49.31	$ 12.41	$ 12.51	0.30	0.31	0.23	0.20	44.8	44.2	$ 7.73	$ 7.56	-0.9
Motor Hotel	25.58	25.05	7.82	7.60	0.37	0.38	0.25	0.25	38.9	38.8	4.13	4.02	-0.1
Economy	60.74	52.83	25.20	20.71	0.24	0.27	0.17	0.16	40.5	41.1	14.77	12.95	+1.8
All Suites	46.23	48.38	13.63	14.60	0.32	0.34	0.23	0.28	43.2	39.9	8.25	7.79	-3.7

* Insufficient Response
- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MAY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 43.16	$ 42.66	$ 11.80	$ 11.37	0.31	0.32	0.22	0.22	46.9	46.4	$ 7.62	$ 7.31	0.4
CENSUS REGIONS													
Northeast	$ 50.28	$ 47.42	$ 15.25	$ 14.75	0.29	0.29	0.22	0.21	53.6	51.7	$ 11.15	$ 10.65	0.3
North Central	41.47	42.89	9.28	8.95	0.32	0.33	0.23	0.25	43.8	43.8	5.54	5.39	-
South	39.19	38.7	11.36	10.83	0.31	0.32	0.22	0.23	43.5	43.4	6.80	6.54	-1.3
West	47.87	46.35	11.43	10.75	0.32	0.33	0.22	0.22	49.6	49.9	7.39	7.10	4.4
CENSUS DIVISION													
New England	$ 54.86	$ 55.00	$ 12.56	$ 12.44	0.33	0.33	0.25	0.24	54.0	52.5	$ 9.91	$ 9.75	3.1
Middle Atlantic	49.08	47.35	16.34	15.41	0.29	0.28	0.21	0.20	53.4	51.5	11.51	10.90	-0.5
South Atlantic	41.75	41.29	11.89	11.31	0.31	0.32	0.22	0.22	41.9	41.9	6.83	6.58	-1.4
East North Central	40.28	39.87	9.56	8.99	0.33	0.33	0.23	0.23	45.2	44.6	5.93	5.70	0.9
East South Central	30.74	31.69	7.95	8.58	0.30	0.33	0.18	0.18	32.7	33.5	3.99	3.55	-13.7
West North Central	45.12	43.46	9.56	9.36	0.30	0.32	0.22	0.22	41.6	41.8	5.07	5.01	-1.1
West South Central	32.95	33.79	10.27	9.73	0.31	0.33	0.22	0.22	49.6	48.6	6.81	6.54	-0.5
Mountain	48.88	50.36	10.90	10.16	0.32	0.36	0.21	0.20	46.4	46.9	6.19	6.01	-3.5
Pacific	47.58	45.77	11.55	10.90	0.30	0.32	0.24	0.22	51.5	52.1	7.88	7.60	6.3
AFFILIATION													
Chain	$ 36.79	$ 38.80	$ 11.30	$ 10.78	0.31	0.32	0.24	0.21	46.9	46.4	$ 7.32	$ 7.03	0.4
Independent	65.04	63.97	13.82	13.26	0.32	0.33	0.19	0.20	47.0	46.5	8.98	8.59	0.3
LOCATION													
Center City	$ 49.56	$ 44.31	$ 13.44	$ 12.81	0.29	0.30	0.22	0.21	53.3	52.3	$ 9.80	$ 9.29	0.7
Suburban	40.49	40.40	9.92	9.51	0.33	0.34	0.23	0.23	43.8	43.8	5.97	5.78	3.9
Airport	33.32	32.63	9.78	9.36	0.32	0.33	0.21	0.21	44.9	44.8	5.88	5.77	-0.6
Highway	28.85	28.67	8.56	8.20	0.32	0.31	0.22	0.22	41.1	42.2	4.37	4.42	-1.3
Resort	54.40	54.11	12.97	12.34	0.32	0.33	0.21	0.22	40.7	40.4	7.06	6.76	-1.7
SIZE													
Under 150 Rooms	$ 41.88	$ 40.99	$ 9.97	$ 8.64	0.36	0.36	0.25	0.26	42.2	42.4	$ 5.12	$ 4.95	-2.2
150 - 299 Rooms	35.77	35.95	9.69	9.42	0.34	0.35	0.23	0.23	45.6	45.2	6.12	5.96	-1.4
300 - 600 Rooms	44.91	44.74	12.08	11.71	0.31	0.32	0.23	0.23	45.7	45.3	7.47	7.28	4.4
Over 600 Rooms	46.39	47.14	14.26	13.18	0.29	0.30	0.19	0.19	49.9	49.0	9.85	9.19	-3.0
TYPE													
Hotel	$ 47.71	$ 47.36	$ 12.36	$ 11.17	0.31	0.32	0.21	0.21	48.2	47.7	$ 8.16	$ 7.81	0.1
Motor Hotel	24.18	23.53	7.49	7.29	0.34	0.36	0.23	0.24	40.1	39.9	4.06	4.03	2.0
Economy	45.64	41.42	23.18	19.13	0.26	0.28	0.18	0.16	46.2	46.5	15.64	13.65	-3.2
All Suites	49.82	50.26	14.63	14.43	0.32	0.33	0.24	0.24	39.7	38.8	8.01	7.67	1.4

- No Change

TWELVE MONTH ROOMS REPORT - AS OF MAY 1988

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987
TOTAL	65.3	65.3	61.7	61.1	$ 68.86	$ 66.79	$ 46.34	$ 45.00	$ 15.99	$ 15.57	20.7	20.9
CENSUS REGIONS												
Northeast	73.9	74.4	46.2	44.1	$107.32	$101.70	$ 75.90	$ 72.61	$ 22.94	$ 21.90	21.0	21.1
North Central	61.0	61.4	42.8	42.4	54.04	51.95	40.31	38.92	12.07	11.69	20.1	20.3
South	63.8	63.2	76.0	76.5	62.29	61.11	38.94	38.02	14.35	14.09	20.1	20.3
West	68.3	67.0	54.4	52.8	66.49	64.41	46.12	45.06	15.24	14.93	22.5	22.8
CENSUS DIVISION												
New England	67.5	66.9	42.4	40.3	$ 52.28	$ 48.25	$ 38.27	$ 36.13	$ 10.53	$ 17.71	22.1	22.3
Middle Atlantic	75.7	76.4	46.8	44.6	113.40	107.18	78.56	75.02	23.91	22.78	20.8	20.9
South Atlantic	67.7	67.5	88.9	89.6	66.10	64.46	38.02	36.87	14.75	14.42	19.8	20.1
East North Central	63.1	63.3	41.6	41.5	56.14	53.29	42.78	40.69	12.63	12.03	19.9	20.1
East South Central	60.2	58.9	33.6	36.8	45.95	43.66	29.36	28.16	10.61	10.80	21.1	22.0
West North Central	57.6	58.2	44.5	43.9	50.34	49.61	36.52	36.19	11.26	11.22	20.5	20.7
West South Central	56.4	55.1	44.9	43.2	53.94	52.75	41.91	42.05	13.46	13.33	20.9	21.0
Mountain	58.3	60.2	49.2	48.1	52.27	51.13	38.03	37.81	13.94	14.11	24.9	25.5
Pacific	69.4	69.9	56.7	54.1	71.21	69.28	48.14	46.96	15.80	15.29	21.7	21.9
AFFILIATION												
Chain	65.7	65.8	59.5	59.6	$ 66.43	$ 64.45	$ 45.43	$ 44.14	$ 15.20	$ 14.77	20.4	20.5
Independent	63.4	63.6	71.4	70.5	80.08	77.60	50.10	48.53	20.33	19.88	22.5	22.7
LOCATION												
Center City	65.8	65.7	69.0	68.0	$ 86.39	$ 80.78	$ 60.80	$ 56.95	$ 19.41	$ 18.66	21.2	21.5
Suburban	62.6	62.1	50.0	49.6	57.48	56.10	38.81	38.04	12.56	12.34	20.5	20.6
Airport	66.5	66.5	35.0	34.3	56.56	55.70	44.85	44.47	12.63	12.17	21.1	21.0
Highway	63.5	64.7	81.7	80.4	40.20	42.30	26.44	25.94	10.11	9.85	20.7	21.0
Resort	68.2	68.0	102.5	102.5	81.15	78.77	42.31	41.26	16.69	16.25	19.6	19.8
SIZE												
Under 150 Rooms	62.7	63.6	67.2	65.6	$ 46.87	$ 45.76	$ 31.24	$ 30.60	$ 13.03	$ 12.40	24.5	24.3
150 - 299 Rooms	62.5	62.5	55.7	54.0	68.74	67.67	39.25	38.95	13.51	13.30	21.3	21.3
300 - 600 Rooms	65.2	64.5	61.4	61.2	74.98	72.86	47.56	46.21	15.12	14.92	19.9	20.2
Over 600 Rooms	71.6	71.5	66.4	65.9	92.14	88.05	57.55	54.92	19.81	19.03	20.6	20.8
TYPE												
Hotel	66.6	66.4	54.5	54.4	$ 82.21	$ 79.68	$ 54.73	$ 52.93	$ 17.67	$ 17.24	20.8	21.0
Motor Hotel	62.7	63.2	68.7	67.4	45.29	44.51	28.56	28.18	9.98	9.67	20.0	20.0
Economy	63.0	64.1	85.7	85.0	38.37	36.71	26.82	25.36	12.85	11.79	26.5	26.0
All Suites	68.7	66.5	111.2	108.5	81.19	78.84	40.46	39.89	16.75	16.71	19.1	19.7

TWELVE-MONTH VARIATION REPORT - AS OF MAY 1980

	SALES PERCENT CHANGE					SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	1.1	0.3	1.6	1.3	0.3	0.4	1.3	0.5	1.7	0.6	0.1	0.1	1.3
LOCATION													
Downtown	0.0	-1.1	1.1	1.0	1.2	-0.1	0.2	-0.9	1.2	-0.1	-0.1	0.7	0.3
Suburban	1.3	0.6	1.8	1.5	0.1	0.6	1.5	0.8	1.9	0.8	0.2	0.2	1.8
Resort	1.2	1.2	1.2	1.1	0.4	0.6	1.4	1.4	1.4	0.8	0.1	0.1	1.2
Motel	1.4	0.4	2.1	1.7	0.4	0.6	1.6	0.6	2.3	0.8	0.2	0.1	1.4
CONVENTION SIZE													
Small Convention	0.8	0.2	1.2	1.0	0.2	0.3	1.0	0.4	1.4	0.5	0.1	0.1	1.1
Medium Convention	1.1	0.3	1.6	1.3	0.3	0.4	1.3	0.5	1.7	0.6	0.1	0.1	1.3
Large Convention	1.4	0.4	2.0	1.6	0.4	0.5	1.6	0.6	2.2	0.8	0.2	0.1	1.4
Small Trade Convention	1.0	0.3	1.4	1.2	0.3	0.4	1.2	0.5	1.6	0.6	0.1	0.1	1.2
Medium Trade Convention	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
Large Trade Convention	1.4	0.4	2.0	1.6	0.4	0.5	1.6	0.6	2.2	0.8	0.2	0.1	1.4
Apartments	1.0	0.3	1.4	1.2	0.3	0.4	1.2	0.5	1.6	0.6	0.1	0.1	1.2
Timeshare	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
AFFILIATION													
Chain	1.1	0.3	1.6	1.3	0.3	0.4	1.3	0.5	1.7	0.6	0.1	0.1	1.3
Independent	1.1	0.3	1.6	1.3	0.3	0.4	1.3	0.5	1.7	0.6	0.1	0.1	1.3
OPERATION													
Owner (1)	0.9	0.2	1.3	1.1	0.2	0.3	1.1	0.4	1.4	0.5	0.1	0.1	1.1
Franchise	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
Lessee	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
Mgmt Co	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
Resort	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
SIZE													
Under 150 Rooms	0.9	0.2	1.3	1.1	0.2	0.3	1.1	0.4	1.4	0.5	0.1	0.1	1.1
150 - 299 Rooms	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
300 - 600 Rooms	1.4	0.4	2.0	1.6	0.4	0.5	1.6	0.6	2.2	0.8	0.2	0.1	1.4
Over 600 Rooms	1.5	0.4	2.1	1.7	0.4	0.6	1.7	0.6	2.3	0.8	0.2	0.1	1.5
TYPE													
Hotel	1.2	0.3	1.7	1.4	0.3	0.4	1.4	0.5	1.8	0.7	0.1	0.1	1.4
Motor Hotel	0.9	0.2	1.3	1.1	0.2	0.3	1.1	0.4	1.4	0.5	0.1	0.1	1.0
Economy	1.0	0.3	1.4	1.2	0.3	0.4	1.2	0.5	1.6	0.6	0.1	0.1	1.2
All Suites	0.9	0.2	1.3	1.1	0.2	0.3	1.1	0.4	1.4	0.5	0.1	0.1	1.1

TWELVE MONTH TREND REPORT - AS OF MAY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	4.2	4.9	2.2	6.4	65.3	-	61.7	1.0	$ 68.86	3.1	$103.89	2.5
CENSUS REGIONS												
Northeast	4.7	5.1	4.0	3.6	73.9	-0.7	46.2	4.8	$107.32	5.5	$158.68	5.1
North Central	3.4	3.8	1.8	8.1	61.0	-0.7	42.8	0.9	54.04	4.0	87.69	3.6
South	3.3	4.0	0.5	8.0	63.8	0.9	56.0	-0.1	62.29	1.9	93.96	1.2
West	6.0	6.8	4.3	4.7	66.3	-1.0	54.4	3.0	66.49	3.2	99.12	2.5
CENSUS DIVISION												
New England	7.4	8.0	3.6	23.0	67.5	0.9	42.4	5.2	$ 82.28	5.2	$135.35	4.6
Middle Atlantic	4.2	4.6	4.1	2.2	73.7	0.9	46.8	4.9	113.40	5.8	164.35	5.4
South Atlantic	3.8	4.5	0.4	9.1	67.7	0.1	58.9	-0.8	66.10	2.5	100.37	1.9
East North Central	5.1	5.5	3.6	7.4	63.3	-0.3	41.4	0.2	56.14	5.3	90.04	4.9
East South Central	3.5	4.0	2.9	-2.1	60.2	2.2	33.6	-40.3	45.95	0.6	64.84	0.1
West North Central	0.3	0.6	-1.3	8.9	57.6	-1.0	44.5	1.4	56.34	1.5	83.55	1.2
West South Central	1.9	2.8	-0.7	7.4	56.4	2.4	44.9	3.9	53.94	0.4	79.99	-0.5
Mountain	-0.7	-0.5	-1.8	0.4	58.3	-3.2	49.2	2.3	52.27	2.2	81.09	1.9
Pacific	7.9	8.7	6.2	6.9	69.4	-0.7	55.7	3.2	71.23	2.9	105.11	2.1
AFFILIATION												
Chain	4.2	4.9	2.1	6.2	65.7	0.2	59.5	1.8	$ 66.43	3.1	$ 97.90	2.4
Independent	4.2	4.8	2.5	6.9	60.9	-0.3	71.6	1.3	86.08	3.2	131.67	2.6
LOCATION												
Center City	4.5	5.2	3.6	4.2	65.8	0.5	49.8	2.1	$ 86.29	4.4	$131.17	3.6
Suburban	6.3	7.2	3.4	10.7	62.6	0.8	56.0	2.3	57.64	2.3	84.04	1.5
Airport	3.3	4.4	0.5	5.4	66.5	0.2	35.0	2.0	56.56	1.4	83.34	0.3
Highway	2.3	2.2	2.2	4.1	60.5	-1.9	81.0	0.7	43.20	2.1	57.17	2.3
Resort	3.6	4.1	1.4	8.2	66.3	0.4	102.5	-	81.16	3.0	132.35	-2.5
SIZE												
Under 150 Rooms	2.6	3.0	0.1	6.2	62.7	-1.1	67.2	2.8	$ 46.87	2.4	$ 58.90	2.0
150 - 299 Rooms	2.8	4.0	0.1	2.7	62.5	-0.2	55.0	1.9	58.17	2.0	87.22	0.9
300 - 600 Rooms	6.7	7.2	4.4	13.6	65.3	1.2	61.4	0.3	74.98	2.9	119.56	2.4
Over 600 Rooms	1.3	4.1	1.9	2.3	71.8	-2.1	66.4	0.8	92.14	4.6	142.80	3.9
TYPE												
Hotel	4.2	5.0	2.2	6.2	66.6	0.3	54.5	0.2	$ 82.21	3.2	$130.62	2.4
Motor Hotel	2.3	2.3	1.6	4.2	62.7	-0.8	68.7	1.9	45.29	1.8	60.50	1.7
Economy	7.0	6.7	10.3	8.6	63.0	-1.7	65.7	0.8	38.37	4.5	42.88	4.8
All Suites	8.9	10.1	2.9	12.7	68.7	3.3	111.2	2.5	81.19	3.0	109.05	1.8

- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MAY 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	1988	1987	% CHG
TOTAL	$ 40.54	$ 40.10	$ 11.78	$ 10.90	0.32	0.32	0.22	0.22	47.8	47.7	$ 7.50	$ 7.27	-0.5
CENSUS REGIONS													
Northeast	$ 41.89	$ 44.07	$ 15.35	$ 14.30	0.29	0.29	0.21	0.20	56.0	51.1	$ 10.74	$ 10.24	0.3
North Central	38.25	37.56	8.74	8.51	0.32	0.33	0.20	0.20	43.8	43.6	5.19	5.13	-0.3
South	36.78	37.18	10.94	10.55	0.32	0.33	0.20	0.22	46.2	46.5	7.06	6.90	-1.3
West	45.44	44.42	11.21	10.89	0.30	0.33	0.25	0.22	49.1	47.5	7.16	6.87	0.2
CENSUS DIVISION													
New England	$ 55.00	$ 54.15	$ 12.65	$ 12.65	0.30	0.33	0.23	0.23	56.2	49.3	$ 9.00	$ 8.86	3.4
Middle Atlantic	45.13	41.92	15.48	14.76	0.28	0.28	0.26	0.26	52.5	51.6	11.24	10.63	-0.6
South Atlantic	38.94	39.07	11.56	11.05	0.32	0.33	0.22	0.23	47.2	45.3	7.25	6.99	-1.6
East North Central	38.20	37.67	8.51	8.42	0.33	0.34	0.23	0.23	44.8	44.1	5.42	5.24	0.8
East South Central	22.14	22.85	5.81	5.59	0.34	0.35	0.20	0.21	39.7	54.1	4.29	5.30	-8.1
West North Central	36.41	36.83	9.14	8.89	0.31	0.32	0.22	0.22	42.2	42.9	4.91	4.99	-1.7
West South Central	36.11	33.17	9.57	9.41	0.30	0.33	0.21	0.21	49.5	49.9	6.69	6.75	-0.1
Mountain	41.47	41.50	9.83	9.24	0.35	0.38	0.21	0.21	48.8	49.5	6.03	5.96	-5.2
Pacific	46.56	45.21	11.89	10.98	0.32	0.32	0.25	0.25	49.1	49.5	7.56	7.21	1.4
AFFILIATION													
Chain	$ 39.18	$ 39.83	$ 10.51	$ 10.41	0.31	0.32	0.21	0.20	47.7	47.6	$ 7.18	$ 6.97	-0.1
Independent	42.26	41.41	13.35	12.79	0.34	0.34	0.26	0.25	48.2	48.0	8.87	8.51	-2.1
LOCATION													
Center City	$ 43.45	$ 42.58	$ 13.11	$ 12.49	0.28	0.30	0.21	0.22	51.1	51.5	$ 9.32	$ 8.96	-0.5
Suburban	35.91	35.97	9.19	8.86	0.34	0.35	0.24	0.23	45.9	46.1	5.76	5.69	2.1
Airport	32.14	32.33	9.51	9.13	0.36	0.33	0.21	0.21	45.4	45.8	5.80	5.75	-1.7
Highway	26.86	26.19	8.21	7.98	0.34	0.34	0.20	0.20	40.8	41.8	4.19	4.26	0.2
Resort	51.27	50.87	12.29	11.75	0.33	0.34	0.21	0.21	44.1	43.6	7.35	6.98	-2.0
SIZE													
Under 150 Rooms	$ 40.62	$ 39.68	$ 8.58	$ 8.37	0.37	0.37	0.26	0.26	44.5	44.7	$ 4.99	$ 4.97	-1.4
150 - 299 Rooms	34.32	34.54	9.46	9.19	0.34	0.35	0.23	0.23	46.8	46.9	6.18	6.11	-2.0
300 - 600 Rooms	41.92	41.79	11.72	11.33	0.32	0.32	0.22	0.23	46.7	47.0	7.42	7.30	2.3
Over 600 Rooms	44.85	43.56	13.58	12.68	0.29	0.30	0.19	0.19	50.1	49.5	9.46	8.85	-2.9
TYPE													
Hotel	$ 45.10	$ 44.63	$ 12.08	$ 11.52	0.31	0.32	0.21	0.21	48.8	48.7	$ 8.11	$ 7.82	-0.9
Motor Hotel	24.03	23.65	7.26	7.05	0.35	0.36	0.24	0.24	41.4	41.6	4.16	4.07	0.8
Economy	31.35	29.31	*	*	*	*	*	*	*	*	*	*	*
All Suites	45.25	46.56	13.97	13.70	0.33	0.34	0.25	0.25	44.7	44.4	8.73	8.51	1.1

* Insufficient Response